



Skyline Technologies, Microsoft Gold Partner, is expanding into the Milwaukee market. Skyline is a 20-year-old, associate-owned system integrator that has experienced significant growth over the past five years. We are currently recruiting a Business Development Manager and Leader to be a driving force behind our Skyline Technologies brand. Specifically, the role will be responsible for the Milwaukee P&L, and be the primary resource to generate revenue. The Milwaukee leader would be expected to manage all three aspects of the role:

- Recruit and build an organization capable of delivering the Milwaukee portion of the revenue and margin plan.
- Capitalize on existing resources and process to quickly deliver results for our clients. Network effectively across the organization.
- The ambassador for the Skyline brand in the Milwaukee market.

Responsibilities of this role will include:

1. Deliver revenue, margin, and organizational plan for the Milwaukee office.
2. Aggressively pursue our target market.
3. Assess client's business models, market position, competition, customers and prospects in order to effectively develop sales strategy for each potential and existing client. Responsible for partnering with clients to establish opportunities for growth with their technology capabilities.
4. Communicate and sell our value proposition to our customers and differentiation from the competition.
5. Utilize market and industry research to solve customer problems. Bring customer needs back to Skyline - make recommendations that will solve business issues for our customers, and therefore grow our business with them.
6. Maintain knowledge of current trend and developments in the IT field. Tap into existing talent for insight.
7. Lead pricing efforts for your customers. Ensure an intentional pricing strategy exists (market based), provide input to budget, and execute a targeted plan for each customer.
8. Develop budget for the Milwaukee office. Participate in monthly review and make adjustments accordingly.
9. Participate, consult, and execute our go-to-market strategy for the above target market.
10. Connect the sales plan to business plans:
 - i. Grow through market development (expand into the Milwaukee markets).
 - ii. Get to target market through alternative channels.
 - iii. Sell against utilization gaps if they exist.
11. Work collegially with practice managers to:
 - i. Provide quality solutions to the customer in an efficient manner.
 - ii. Execute the work, including account management, in a way that works for the customer and Skyline.
 - iii. Provides service after the sale to clients by conducting follow-up meetings, review progress against initial goals and cross sells other services when appropriate.
 - iv. Manage change as execution occurs. Scope creep, schedule issues, etc., must be communicated in an intentional manner with customers.